



UNITED STATES ENVIRONMENTAL PROTECTION AGENCY
NATIONAL VEHICLE AND FUEL EMISSIONS LABORATORY
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OFFICE OF
AIR AND RADIATION

SmartWay Carriers,

This letter is to express our appreciation for your participation in SmartWay and to let you know of some important improvements that EPA is making to the program.

As you know, EPA is enhancing and streamlining its tools and approaches for the benefit of SmartWay partners. Your early input and perspective was very important to the design of the new carrier truck tool, and your feedback as users has been invaluable as EPA refined this tool over the past year. EPA also conducted an Agency peer review on the tools, and incorporated appropriate feedback into the most recent version of the tools, which carrier partners used to submit their 2010 calendar year updates.

This month, EPA is releasing a beta version of its new shipper tool. EPA has updated and refined the shipper tool to reflect extensive input from the trucking community concerning the preferred way to assess your trucking fleet's performance and how to display this information to shippers. As with the previous shipper tools, shippers will develop their emission footprint by inputting information about the carriers they use to ship their freight.

Enhanced Features of the New SmartWay Shipper Tool

- **Real-World Carrier Operations Outputs:** At the suggestion of our carrier partners, outputs drawn from the carrier tool that shippers can upload into the shipper tool will be based upon a carrier's actual operations, rather than estimated from the use of technologies and strategies applied to a standard truck body and operational profile. This improvement will enhance the fidelity of the outputs while simultaneously expanding the opportunity for a carrier to demonstrate its actual performance, since outputs are no longer constrained by a limited number of equipment and operational strategies and assumptions, but are based on the unique, real-world performance of each carrier partner.
- **Better Carrier Data Displays:** Carrier data displays are organized to be more consistent with how the trucking industry offers its services to customers. So both the new carrier tools and the carrier information that shippers will access displays carrier data in commonly-accepted operational categories like truckload or less-than-truckload, further refined by commonly-used trailer categories like flatbed or refrigerated trailer. Carrier outputs are also at the fleet level, which is the level at which carriers and shippers ship and deliver goods, not at the company level. These refinements allow carriers greater

flexibility to benchmark performance for a given cargo hauling service, and will help the freight industry overall to match shipping needs with shipping services.

- **Individual Emission Data Reporting:** Another improvement is that carbon-specific information will be available, along with NOx and PM (PM 10 and PM 2.5) information, rather than a single carrier score that combines NOx, PM and CO2 reductions. This improvement addresses a concern that carriers had voiced - that shippers were increasingly asking carriers to provide carbon-specific emissions information, which the old tools did not provide. The new truck and shipper tools should alleviate the need for shippers to ask carriers for additional information – and SmartWay will highlight this benefit to our shipping partners.
- **Protection of Sensitive Business Information through “Binning”:** To protect the business information of carriers while still giving shippers the emissions data they need to compile an environmental footprint, the beta carrier information provided to shippers will display a carrier’s performance in the form of performance ranges or “bins” for each of the pollutants and expressed in two different “work” metrics – grams per mile, and grams per ton-mile. Initially, EPA will display five bins per trucking fleet “category;” each distinct carrier trucking fleet will be placed into one of these five bins, based upon performance. The shipper will use the midpoint value of a bin for all the carriers in that bin.

It is important to note that this beta version of the shipper tool covers only railroad and truck data. EPA will inform our shipper partners that the truck carrier data does not include logistics or multimodal truck (combined truck + rail) operations, and advise them not to use the outputs of the beta tool for inventory or business purposes. **This information is being provided solely to offer shippers a chance to test drive the new beta shipper tool.**

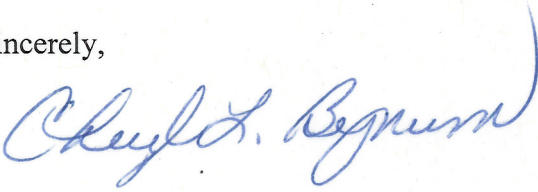
Next month, EPA plans to release its updated tool for logistics partners, followed by the multimodal (combined truck + rail) tool for multimodal truck carriers. Later this fall, we expect that final versions of all the new carrier tools will be in the hands of partners, and EPA expects to release a final SmartWay shipper tool fully integrated with truck, rail, logistics and multimodal data this winter. We also expect to finalize all the partner ranking systems by the end of this year.

The SmartWay truck carrier public data and a document entitled Understanding the SmartWay Carrier Ranking System are accessible for download at:
<http://www.epa.gov/smartway/partnership/trucks.htm>. A spreadsheet detailing current fleet level bin information is available at the same site.

EPA appreciates all the feedback that we’ve received to date which has enabled us to release these new SmartWay truck carrier and shipper assessment tools. We look forward to finalizing all of our new partner tools by the end of the year, and to announcing new approaches for partner recognition that we will implement in the coming year. We will continue to provide information to partners as we reach these goals.

In the interim, if you have any questions, please call your partner account manager directly or the SmartWay hotline at (734) 214- 4767.

Sincerely,

A handwritten signature in blue ink, reading "Cheryl L. Bynum". The signature is fluid and cursive, with a large loop at the end of the last name.

Cheryl L. Bynum
Manager, SmartWay Transport Partnership
US Environmental Protection Agency